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Chemist & Druggist

The newswweekly for pharmacy

28 August 1976 Vol. 206 No. 5030

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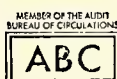
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Comment

Time for payment

The procedures to be adopted when pharmacists receive incomplete NHS prescriptions were given general publicity and outlined in the Family Practitioner Note 114 and in C&D three months ago.

Surprisingly therefore the DHSS now reports that an unduly high percentage of prescriptions are being presented in an incomplete form, and dispensed, but no indication given to the pricing bureaux concerning the action taken (see p240). This means the bureaux must return the prescriptions for elucidation. Meanwhile payment is withheld—or rather impossible and cash flow problems already exacerbated by inflation are subject to further pressures.

The new procedure allows pharmacists to act within their professional judgments and the pricing bureaux merely need information so that they too can act. In many cases it merely requires a little more time for checking when the batch of prescriptions is prepared for posting.

Enforcing that discipline ensures prompt payment and probably saves time (and temper) at a later stage. When "liquid" cash is so expensive to do otherwise is sheer incompetence.

Water . . . water . . .

Pharmaceutical formulations have undergone great revision during the recent decades with the change to compressed products rather than liquid medicines. Although the end-product of prescriptions are more likely to be solids, regrettably, in the current drought conditions, the change does not necessarily mean an overall saving in the use of water and the profession must play its part in facing the water problem. To use a cliché "The need to conserve water is paramount".

If the drought continues and problems increase many companies will be forced to review their water usage. Techniques of recycling although sometimes expensive could produce savings—if only by ensuring continued production and avoiding plant closure at a time of severe shortage.

Recycling equipment often represents substantial investment which in "normal times" may never be recovered but there has been much talk during the past few years about Britain's water supply problem.

Inevitably the future outlook concerning water appears to be similar to that of other raw materials—escalating costs overlaid by an increasing demand and faced by such situations increased efficiency is obviously essential.

But the current water shortage is not merely a problem for industrialists—it must also be tackled by everybody. The alternatives for the future appear to be—use less water more efficiently or pay even more for it in terms of the relatively expensive running costs of desalination plants or building an expensive nationwide grid system.

Pricing delay warning on 'incomplete' scripts

Some pharmacists may have to wait longer than usual for their remuneration for prescriptions dispensed during July, because of "incomplete" prescriptions being inadequately endorsed.

New rules for dealing with prescriptions which have not been fully completed by doctors came into force on June 1, coincident with the new edition of the British National Formulary which no longer contains footnotes on how to dispense such prescriptions. The new procedures were outlined in the official note FPN 114, distributed to pharmacies by Family Practitioner Committees (*C&D*, May 29, p786).

A statement issued by the Department of Health on Tuesday stated: "Despite publicity given to the arrangements described in FPN114, examination by the Prescription Pricing Authority of a sample of pharmacists' July accounts has shown that a great many incomplete prescriptions are still being presented for dispensing and many have not been endorsed to show what action has been taken to ascertain the prescribers' intentions. The return of prescriptions to pharmacists by the PPA for these omissions will result in payments being postponed. Pharmacists must therefore ensure that where necessary they follow the procedures set out in the FPN which was agreed by the Department with the profession."

The statement adds that doctors are reminded that, as stated in the FPN, deletion of the BNF footnotes reinforces the desirability for them to complete all the details on a prescription.

SA profession's support for non-white pharmacists

The Pharmaceutical Society of South Africa is to press for restrictions on non-white pharmacists' trading to be lifted.

Last month's issue of the Society's official journal records the resolutions passed at the Society's annual meeting held in May at Johannesburg. It states that the plight of the Indian, Coloured and Bantu members of the profession was thoroughly discussed by the Executive Council and a resolution was carried in the following terms: that the meeting "instructs the incoming Executive to take immediate steps to alleviate the unfair and frustrating circumstances confronting our members who, by reason of their ethnic grouping, may only practise in restricted areas where dispensing is done by medical practitioners almost completely denies them the source of income which their professional training, ability and registration entitles them and where the sale of medicines is allowed by all other general dealers."

Other resolutions adopted include approval in principle for the establishment of

degree courses in pharmacy, following the decision of the South African Pharmacy Board to phase out the diploma course in favour of a degree course; and the incoming Executive being requested to make application to the Secretary of Health for pharmacists to be trained and licenced as family planning officers.

□ The American Pharmaceutical Association has recently proposed that an additional class of drugs be created and the pharmacist be authorised to prescribe them for minor, self-limiting illnesses, Dr D. E. Francke, professor of clinical pharmacy, Howard University, Washington, told the South African conference's academic meeting.

USDAW's plan for return to free wage bargaining

The Union of Shop, Distributive and Allied Workers are seeking a return to free collective bargaining for wages during next year.

That is clear in a motion to be proposed by the union at next month's Trades Union Congress annual meeting, the agenda for which was published this week. The motion recognises "the sacrifice and restraint shown by workers" during the past 18 months, and requests that "early consideration be given to ensuring that a planned return to free collective bargaining can begin to take place in 1977".

In such a move, however, to avoid a "wages free-for-all", the union proposes the following matters should receive priority: the recognition and payment of satisfactory differentials for ability, skill and responsibility; a continued and developing emphasis on improvements in basic rates to assist workers on low pay; measures to ensure that the flat rate supplements paid under the Social Contract are incorporated on a phased basis into basic rates for the purpose of calculating overtime, payments by results, shift payments, etc; and "an expansion of sound incentive schemes and genuine productivity agreements."

USDAW are also to propose changes in the "equal pay" area. Their motion calls for the Congress to urge the Government to amend the Equal Pay Act "to provide for equal pay for work of equal value instead of equal pay for work of the same or broadly similar nature."

Among the few motions on the NHS is one from the Medical Practitioners' Union section of the Association of Scientific, Technical and Managerial Staffs, which calls for "a greater investment in health care, including the restoration of capital spending . . . and the injection of sufficient additional money to maintain a continuous real improvement of services to achieve a

general levelling up in health care." A resolution from the National Union of Public Employees criticises the Health Services Bill as not meeting the trade union's objective to remove private practice from the NHS.

Mr S. Davison, ASTMS assistant secretary and member of the general practice pharmacy section steering committee, is one of 12 candidates standing for five places on the general purposes committee of the TUC.

UK tranquilliser warnings 'not strong enough'

UK doctors are not given strong enough warnings about prescribing tranquillisers for pregnant women, writes Dr Joseph Hanlon in last week's *New Scientist*.

He maintains that tranquillisers, prescribed to 3 per cent of women in the first three months of pregnancy, are clearly associated with an increased chance of having a malformed baby. "Is Britain right to wait for more proof of a causal link before warning against their use?"

A new warning is being added to tranquilliser labels in the United States that chlordiazepoxide, diazepam and meprobamate should almost always be avoided during pregnancy. Dr Hanlon suggests that the current UK Librium/Valium warning that animal trials have shown no danger of teratogenic effects but "the established medical principle of prescribing medicaments in early pregnancy only when absolutely indicated should be observed," he feels constitutes "hardly a warning at all."

The Department of Health's response to the US labelling requirement was that no action was needed in Britain because a study by the Committee on Safety of Medicines had "produced no evidence that these groups of tranquillisers are teratogenic." Dr Hanlon believes the Department misled the Press in an apparent attempt to minimise the importance of the US decision. He quotes a CSM study of 836 abnormal babies, in which about 3.5 per cent of mothers of these children took Librium or Valium during the first trimester compared with about 2.4 per cent of controls. The data have not yet been analysed but the researchers did not consider the difference significant, according to Dr Hanlon who asks, "How strong should the data be before a government takes action? Should we wait when, as the US label says, tranquillisers are 'rarely a matter of urgency?'"

NI Pharmacy and Poisons Orders now published

The two Statutory Instruments to consolidate the Pharmacy and Poisons legislations in Northern Ireland have now been published. Coming into force on a date not yet to be decided, they are the Pharmacy (Northern Ireland) Order 1976 and the Poisons (Northern Ireland) Order 1976 (HM Stationery Office, SI Nos 1213 and 1214 (NI 22 and 23), £0.35 and £0.28 respectively); the nature of their contents was explained in the Commons recently by Mr James Dunn, Under-Secretary for Northern Ireland (*C&D*, July 31, p145).

Pharmaceutical industry coping with drought problems

Pharmaceutical companies in South East Wales appear to be coping with the current drought, according to inquiries made by *C&D* this week.

A spokesman for Parke Davis & Co said that they had reduced their daily intake already by about 30 per cent to around 150,000 gallons a day by their own efforts and they were confident they could cope with the 50 per cent cut back ordered for local industry from mid-September; the company have not been given any special treatment in the cut back. Parke Davis had however struck water in a bore hole they had been drilling, but it was not known at that time how much water would be available from it for their use.

P. Leiner & Sons (Encapsulations) Ltd at Treforest, do not foresee any problems. Norgine Ltd, whose plant is situated on the Tir-y-Berth industrial estate, Hengoed, are also managing to cope and have already reduced their daily consumption—which is used mainly for hygienic purposes—by 50 per cent. Similarly, toiletry manufacturers—including Eylure Ltd at Cwmbran—say they do not anticipate any problems that cannot be overcome.

Three day week?

A spokesman for the Association of the British Pharmaceutical Industry said the association had not been asked to date to make representations to the Government on behalf of the industry. However, if a situation comparable to the three day working week of the last miners' strike developed, the industry might seek to gain the same exemption from cuts that they had successfully applied for during the power dispute.

However, the prospect of widespread three day week industrial working is unlikely, said a spokesman for the National Water Council, which takes an overall view of the supply situation throughout the country. Only parts of South East Wales and one or two isolated towns elsewhere would be so affected, he said. The plan was to try to keep industry going as much as possible by restrictions on domestic users and "non-essential" industries' use such as car washing, fountains, etc—and such restrictions could last into the winter to build up water stocks for next summer.

A spokesman for the Department of Health told *C&D* that the chief medical officer had written to regional and area health authorities requesting them to monitor the water supply in conjunction with the water authorities. A particular problem could be the presence of excess nitrates in the water which would be harmful to young babies; the AHA could decide to issue bottled water if necessary.

At a Cabinet meeting on Tuesday, Mr Denis Howell, Minister for Sport, was given overall charge of co-ordinating drought measures. Later while calling on everyone to halve their water consumption, he indicated there would be discrimination within industry in favour of businesses crucial to the national life and the locality concerned.

Injection cleared

Three batches of anti-tetanus toxoid withheld recently have now been cleared (last week, p212). The precautionary measure was taken while tests were done to determine the source of a streptococcal infection which developed in an Evesham man who died after being given the injection. Tests carried out nationally and locally showed that the toxoid was not responsible for the infection; other investigations to trace the source have proved negative so far but will continue.

Smaller increase in trade surplus

Exports of pharmaceuticals for the first half of 1976 totalled £211.13m, an increase of 12.7 per cent on the corresponding figure last year, but imports at £63.93m were up by 42 per cent. The balance of trade surplus of £147.19m was only 3.4 per cent better than the 1975 surplus at the same stage.

Commenting on the figures, a spokesman for the Association of the British Pharmaceutical Industry said: "The in-

crease in the value of imports is a disturbing trend but it must be viewed against a period of virtual standstill in the cost of imports in 1975. The 3:1 ratio of exports to imports achieved by the UK industry is still among the highest in the world. These figures do, however, demonstrate that there is no room for complacency and that the industry must be given every encouragement, in accordance with recent NEDO recommendations, to ensure that its excellent export achievement and contribution to the balance of payments are maintained."

Further study of 'pill' risks in women over 40

The increased risk of myocardial infarction in women aged 40-44 years who take oral contraceptives is not as high as previously suggested, according to a study in last week's *British Medical Journal*.

Dr J. I. Mann and Margaret Thorogood, Oxford University department of social and community medicine, and Dr W. H. W. Inman, Committee on Safety of Medicines, write that a previous study had shown a fivefold increase in the risk of death from myocardial infarction among 40-44 year old users of oral contraceptives compared with a control group of non-users. However, the study was thought to have a "wide margin of error" so the oral contraceptive histories of 54 more women in the age group who died from myocardial infarction were compared with those of age-matched, living controls.

Combination of these results with the previous study produced a revised estimate of a threefold increase in risk, which was the estimated risk calculated before for the youngest age group (30-39 years). However the authors add that the total mortality from complications associated with use of the "pill" remained considerably greater in women over 40.

□ Tests of oral contraceptives impregnated on edible paper have started in the UK. The combined "pill", made by Schering Chemicals Ltd, will be on trial for about 18 months.

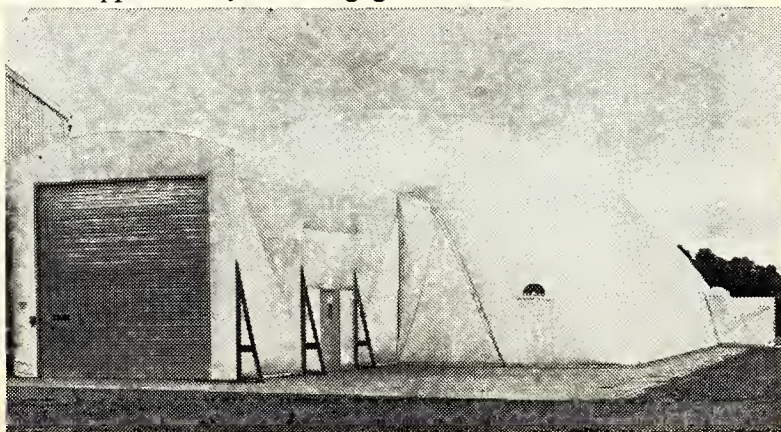
Dried seaweed store used in alginate manufacture

Alginate Industries Ltd have recently installed a Gourrock Airhouse for the storage of dried seaweed for the manufacture of alginates for pharmaceuticals, food-stuffs, and many other industrial uses. Gourrock Airhouses, which are made by Clyde Canvas Goods and Structures Ltd, 92 Bay Street, Port Glasgow PA14 5ND, are single-skin structures supported by

internal air pressure from an electric fan.

These temporary industrial structures have a life expectancy of at least eight years and are available in standard sizes of 40m x 20m and 60m x 30m, but can be supplied in other sizes to special order. There is a growing demand for these structures overseas where they are used for storing grain and as warehouses.

The Gourrock Airhouse installed by Alginate Industries Ltd, Oban, Argyllshire, for storing dried seaweed. It measures 35m x 22m and has a 4.27m high goods access door



Retirement presentation at Birdsgrove House

To most members of the Pharmaceutical Society, Birdsgrove House is but a name of the Society's convalescent home situated on the bank of the River Dove but to those who have had need to use its facilities then it conjours up a memory of those who cared and were helpful in a difficult period.

Among the group of helpers the name of Miss Mary Richardson, assistant warden, is well-known and during an informal ceremony on Sunday, August 21, her retirement was recognised by the presentation by the Society of a clock, decanter and wine.

Making the presentation, Dr D. H. Maddock, member of Council and chairman of the Benevolent Fund Committee, said that as he and other members of Council visited the Society's branches questions were often asked about the well being of the staff, by those who had stayed at Birdsgrove House. Miss Richardson, replying, referred to the many friends

she had made amongst the visitors and the happy time she had with the Society.

Miss Richardson's successor is Miss Madge, a daughter of a local doctor who at one time was the Birdsgrove House medical advisor.

Dr Maddock told *C&D* that the Birdsgrove House Committee was anxious to ensure the convalescent home was used to its maximum capacity (about 20 visitors each week) and to the utmost benefit of the membership.

In spite of the recent drought the extensive grounds—which extend down to the river—are well cared for with putting and croquet available for those who are energetic. Over an acre of the garden is given over to the growing of vegetables and another section is an orchard producing fruit in variety.

The House has for the most part been furnished by members and the Society's branches, with writing and television rooms, lounges, a billiard room and the

dining room and kitchens on the ground floor. A wide staircase and a lift give access to the bedrooms, many of which have views of the garden and river.

The warden, Mrs Silvester, ensures that a comfortable informality pervades throughout the house. All communications concerning a stay at Birdsgrove House should be addressed to the Warden, Birdsgrove House, Mayfield, nr Ashbourne, Derbyshire, and each application must be accompanied by an authorised form of medical certificate advising a period of convalescence. The forms are obtainable from the warden.

US psoriasis drug recall after fatal blood clots

The US Food and Drug Administration has warned patients who are taking Triazure tablets, a prescription drug for severe cases of psoriasis, to discontinue it immediately and to contact their doctors. The drug azaribine, may cause blood clots in the veins and arteries.

At FDA's request, the manufacturer, Parke, Davis and Co, Detroit, is removing the drug from the market. The company is recalling all stocks of the drug and alerting physicians, pharmacists, and other health professionals who may have the drug that it is being recalled and that patients should be notified. The tablets are white and marked "P-D 931."

The company estimates that 500 to 1,000 patients have taken Triazure since it was first marketed August 18, 1975, and eight cases of blood clotting have been reported. It is not certain that all eight cases were caused by Triazure, but all the incidents occurred while the patients were being treated with the drug. One patient, in his third week of therapy, became unconscious and died after a 13-week coma. A second patient developed a blood clot after 11 days of therapy and had to have his lower leg amputated. The other six cases were of varying degrees of severity and all are recovering.

The drug is restricted to the treatment of extensive, severe, recalcitrant psoriasis which has failed to respond to topical therapy. The labelling warns of the possibility of fatal reactions due to blood clots, and recommends that patients be fully advised of the potential risks and be under the constant care of the physician. Parke-Davis are to advise doctors that monitoring of patients who are now discontinuing Triazure therapy should continue for one month after the patient has stopped taking the drug.

Aspirin is an antibiotic!

Some 13 per cent of adults thought antibiotics were merely a stronger form of aspirin, write an Australian doctor and nurse in *The Lancet* last week. Eight per cent thought aspirin was an antibiotic.

Questions were put to 103 parents of child patients in Brisbane in an attempt to find out whether misuse of antibiotics was related to ignorance of how they worked. The authors conclude that patients must be told of the indications, actions and possible side-effects of antibiotics if they are to be used correctly.



Dr Maddock making the presentation to Miss M. Richardson



Miss G. M. Turner, secretary to the Benevolent Fund Committee, Miss Richardson and Mrs Silvester, warden

Below a view of Birdsgrove House from the extensive garden



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CARTERS LITTLE LIVER PILLS	36	12		SPEARMINT	78g	12	
	100	12		SOVOL TABLETS	12	12	
NAIR CREAM TUBES	30g	12			48	12	
SACHETS	—	24		SOVOL LIQUID	100m	12	

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Letters

Christmas Day rota

Approximately 5,000 of the 15,000 pharmacies, which existed 10 years ago when I entered the profession, have closed and one of the causes of that closure rate has been the incredible hours of service expected. The Pharmaceutical Services Negotiating Committee should explain in public how such intolerable conditions have been allowed to persist for so long. They should act immediately regarding rotas on Sundays, public holidays and Christmas in the interests of pharmacists by phasing them out. At least a choice should be given, whereby contact through the police by telephone should be sufficient without leaving oneself, from the security point of view, for an hour alone on the premises.

It should be explained to the British Medical Association that it is no longer possible to give the service as it existed; that pharmacists have very few holidays with the difficulty of obtaining locums and the ever-increasing bureaucratic paper chase; that in future the doctor's "little bag" should contain the emergency doses of antibiotics; that only prescriptions marked "urgent" will be done outside normal hours, and that by urgent we mean morphine scripts, not APCs for hangovers on Boxing Day.

I think Mr Varley of Bridlington (last week, p228) to be well within his rights to refuse to do the rota at Christmas. His first duty is to his family, then to himself, while martyrdom on the cross of the health service he has already done sufficient.

Having sorted out the Christmas problem I suggest the PSNC should then concentrate its attention on shortening the working day by persuading doctors to start their surgeries at 4 pm instead of 5.30 pm or later. Evening rotas could run from 5 pm-6 pm—this is surely possible in 1976.

Pharmacy today, for the self-employed one man pharmacist, is a modern form of slavery. The BPharm degree marks one out as not quite human, requiring no holidays, little food and continuous work. It is time the PSNC acted in our interests—there are plenty of other bodies set up to protect the public.

R. N. Thomas
Holyhead

Objections to STV

A manufacturer who had installed an electronic computer decided to try it out. He fed into it details of two watches he had, for the machine to tell him which one to discard. One had no works at all, just hands and a dial; the other was near perfect, gaining but a second a day.

In due course the computer delivered its verdict: "Keep the empty case and throw

away the whole watch. The first would show the correct time twice a day; the other would give the correct time only once in 120 years."

Thus electronic logic is not necessarily an improvement on human common sense.

I think of that computer whenever I read "arguments" and "explanations" in favour of the single transferable vote system. My own common sense tells me that STV is unnecessarily complicated, devious and undemocratic. The publication by the Council of detailed results of the recent Heath-Robinson type of election, together with a running commentary by the chairman of the Electoral Reform Society, serves only to confirm my fears.

I will not list my objections in this letter but would point out it has been inferred that "a landslide of seats" (which cannot occur with STV) is in itself a bad thing. What is undemocratic about a landslide? The absolute opposite (ie no change at all) is far, far worse; though no doubt sitting members of Council wouldn't agree.

And I would have been much happier if the voting papers had carried a box for pharmacists to indicate whether or not they approved of the new system of voting, and thus whether or not the Society should continue to use it.

Raymond Hutchinson
Harrow Weald
Middlesex

Medicines sales monopoly

The letter from Mr Geraint Davies (*C&D*, August 14, p199) states "Grocers have no business selling medicines". Does he include the 800 health food stores in this category?

As manufacturers of herbal and vegetable concentrate preparations for nearly 50 years we supply safe remedies for minor conditions to health food stores, who carry a range of these products for customers that prefer and benefit from a mild herbal sedative instead of a prescribed drug, etc.

If health food stores were prohibited from selling these lines would chemists be prepared to stock them?

L. A. Kingscote
Sales director
Modern Health Products Ltd
Chessington
Surrey

Eraldin not collected

Englosed is a copy of the letter, "Restriction of 'Eraldin' (practolol) sales to hospitals only", received by all retail pharmacists in July 1975 from ICI Ltd pharmaceuticals division. I would like to draw your attention to paragraph two lines eight and nine. These state "Any partly used packs should be retained until our medical representative calls and he will reimburse you accordingly."

This I have done and waited for their representative to call, but having not received a single call from an ICI representative in nine years I did not really expect to receive one over the reimbursement of my Eraldin stocks. I have not been disappointed, still not having received a call twelve months after the original letter was received.

Judging from the letters appearing in

the pharmaceutical Press it seems that many of my colleagues are in a similar position or Messrs ICI would not have had to send out a further letter for the recall of Eraldin. I would be interested to hear what the managing director of ICI has to offer in the way of an excuse for the poor way in which this affair has been dealt with by his sales department.

A. W. Sandles
Worcester

Mr A. Barnes, marketing manager, ICI Ltd pharmaceuticals division, Alderley House, Alderley Park, Macclesfield, Cheshire SK10 4TF, replies:

If your correspondent would be good enough to let me have his name and address, by telephoning me at Alderley Edge 2828 extension 1139, or returning the reply paid card enclosed with our recent mailing, I shall be glad to instruct our representative to call on him without delay to see that he is properly reimbursed for his residual stocks of Eraldin.

Conference and exhibition

Extra hour opening on Shopex first day

Shopex—the shopfitting exhibition to be held next month at the Metropole Hotel, Brighton—is to be open an extra hour on the opening day, Sunday, September 19; for the convenience of local retail visitors and those travelling a long distance, the exhibition will now be open from 12 noon to 7 pm. Opening hours on other days are September 20 and 21, 10.30 am to 6 pm; September 22, 10.30 am to 5 pm.

This year's exhibition is the biggest ever, according to the organisers, Wesbourne Exhibitions Ltd, Crown House, Morden, Surrey. Over 150 exhibitors have booked space, and a special supermarket feature is being planned.

More details on St Andrews arrangements

The British Pharmaceutical Conference committee remind applicants who omitted to include the appropriate payments for a full book of tickets or for day-tickets, that payment is urgently necessary so that meal-tickets etc may be issued. These cannot otherwise be issued.

The following excursions have now been cancelled due to lack of support: Number 3 to Guardbridge paper mill on Monday afternoon, number 7 to Dundee Museum on Tuesday morning. Members who have already booked for these excursions will on registration be offered a refund or may go on a suitable alternative excursion to be shown at the excursion desk in the Conference office.

Members travelling on the air-charter flight from London Heathrow should go in the first instance to the Edinburgh shuttle flight desk by 1 pm where air-charter tickets will be issued to them by British Airways. Announcements to this effect will be made over the public address system at London Heathrow Airport.

People

Mr James Geekie, MPS, manager of Boots branch at Oban for the past 19 years, has retired with a farewell party from staff and colleagues. He was appointed to Oban in the former Argyll Square branch and saw the company through three moves to the present location in George Street. The new manager is Mr C. S. Walls, MPS, who comes from Banff.

New Fellowships announced by the British Institute of Management include Mr E. M. Buchan (managing director, Rentokil Group Ltd) and Mr C. R. B. Williamson (chairman and president, European Division, Sterling Drug Inc).

Deaths

Spurrett. On August 16, Mr George F. Spurrett, 306 Gipsy Road, Welling, Kent. Mr Spurrett was general manager of Clements (Chemists Sundries).

Tomlinson: On July 27, in Addenbrooks Hospital, Cambridge, Mr James William Tomlinson, MPS, 3 Greystoke Road, Cambridge.

Mr H. B. Coulson, chairman, Cambridgeshire Contractors Committee, writes: Mr Tomlinson qualified in 1952 from Manchester University having served two years' apprenticeship with Taylors Chemists, he returned to Taylors for one year and then worked for Thornburs Pharmacy, Haslingden, Lancs. Joining Boots, Birkenhead, in 1954, he subsequently became manager of Boots branches in Chester, Ellesmere Port, Northwich, Colchester and finally Cambridge from 1968.

Mr Tomlinson was extremely well known both as a businessman and as a pharmacist and was a company representative on the Cambridgeshire Chemist Contractors Committee. During his stay in Cambridge Mr Tomlinson always endeavoured to play a full part in local affairs.

News in brief

□ A new showroom and demonstration area covering over 1,500 sq ft has recently been opened by Sweda International on the ground floor of Litton House, 27 Goswell Road, London EC1, to display the complete range of Sweda electronic cash registers and retail transaction systems.

□ Cricket enthusiasts at Saturday's Gillette Cup final at Lord's are being given a free gift by the sponsors. The official programme contains a voucher which on presentation to one of three positions at the Nursery End of the ground entitles the holder to a complimentary GII razor or two Tempo pens. A sale of about 10,000 programmes is expected.

□ Wyeth Laboratories, Kings College Hospital, London, and Glasgow University are sponsoring an international infant nutrition symposium at the Royal College of Physicians, London, September 20.

Topical reflections

BY XRAYSER

Valley of the Roses

How can anyone do other than devour every word of Dr René Elvin's account of the Valley of the Roses. I am glad to find, also, that the source of otto of rose is still Bulgaria. The redrawing of boundaries and the renaming of countries—to say nothing of the chaos nearer home created by regionalisation—have, it appears, left something still recognisable which has survived the period covered by my pharmaceutical career.

And that covers the time of my ceasing to be the most junior of apprentices, when I acquired a dogsbody onto whose shoulders I hoped to unload some of the weight of pounding, packing, percolation and pill-making. That he seemed not quite so enthusiastic as I could have wished is neither here nor there after the lapse of about half-a-century. What has never receded from my memory is that he had to be initiated into the mysteries of a tooth-powder.

The basic ingredients differed little from other powders of the period, but it contained as the label properly proclaimed "genuine attar of rose," And where, at its price, would the perfume be kept but in the safe? It could be disgorged from safe keeping on personal application to the governor, and from time to time we would all be informed that it came from Bulgaria, that it took one ton of rose petals to produce one ounce of the attar—the figure may differ from that given by Dr Elvin, but the whole point was to impress us with the astronomical cost of the product. It was kept in a small bottle which, in turn, was kept in a circular tin lined with cotton wool.

My newly-acquired junior watched me measure, with the utmost care, twenty drops of otto of rose and add it to a little of the powder in approved pharmaceutical fashion. He then—but even after all those years I can scarcely bear to tell the tale—he then put a liberal sprinkling of the precious liquid on to his handkerchief! And for weeks thereafter he was a walking valley of roses, for frequent laundering did little to remove the fragrance.

Summer

The long, hot, dry spell does not, so far as I have noticed, appear to have affected the display of roses or of lavender in that pride of the amateur horticulturist, the garden. The fine display has been marred only by the speedy fall of rose petals, but in no time others have taken their place.

I have found a revival of interest in the making of *pot pourri*. There was a time when the customer brought to the pharmacy a supply of rose petals and lavender flowers and it was a pleasant task to add such things as orris root, benzoin, clove, vanilla, storax and, perhaps, a little mace. Added spice was given by the addition of oils of bergamot and Dr Elvin's otto of rose.

There was no problem, for all pharmacies of which I had experience kept all of the items mentioned. In recent times there have been difficulties, occasioned by the wholesale houses having ceased to keep such "exotics" and my having used up what I had always taken for granted. It may be said, of course, that the undertaking of such a job was not economic in terms of time and money, and that 14 to the dozen of hair sprays at reduced prices is much more sensible. It may be so, but there was aesthetic satisfaction which gave pleasure to pharmacist and customer.

Registration forms are available from Mr F. A. Patterson, Wyeth Laboratories, Huntercombe Lane South, Taplow, Maidenhead, Berks SL6 0PH.

□ The British Standards Institution have published a new standard revising a previous one on symbols and abbreviations

to take account of new SI units and other recent internationally agreed technological expressions. BS 1991, Letter Symbols, Signs and Abbreviations, Part I General, is available from the Institute's sales department, 101 Pentonville Road, London N1 (£4).

New products

OTC medicinals

Bruise easing cream

Chebs bruise easer is a pharmacy-only line intended to fill a gap in what the makers feel is "a previously unexploited market". The active ingredients per 100g are heparin 5,000 units, glycol salicylate 10g, cetrimide 100mg, and the cream is being recommended for bruises, sprains and soft tissue injuries. Display outers of 10 tubes of 25g (£0.38) will be available from September 15 with a bonus of 10 charged as nine until the end of November. Advertising is planned for national daily and Sunday newspapers, women's magazines, soccer and rugby periodicals (Halas Laboratories Ltd, Thorp Arch Trading Estate, Boston Spa, Wetherby, Yorks).

Oral hygiene

Toothpick tool

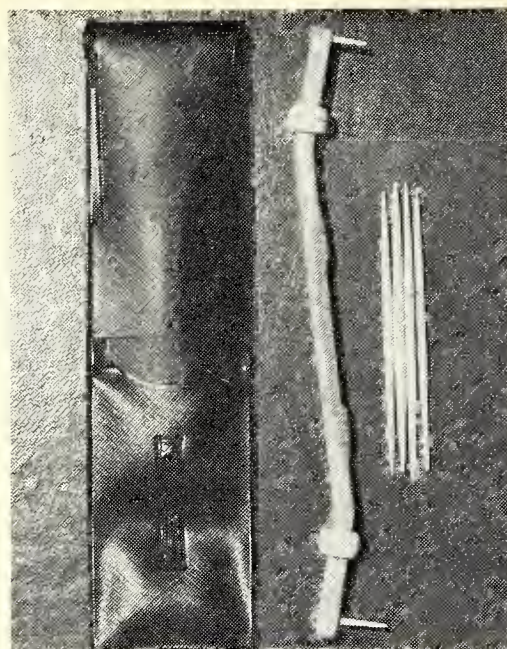
D-Plak-R, an aid to home dental hygiene from the USA, is being introduced into the UK. The tool (£0.35) holds any round wooden toothpick and enables the user to have access to all his teeth. It comes in a vinyl case, together with some wood points. Also available are World's Fair round toothpicks (250, £0.20) in display outers of 12 packs (Bradlux (Dental Supplies) Laboratories Ltd, 17 King Street, Knutsford, Ches).

Cosmetics and toiletries

Falcon male deodorant

Beecham have introduced Falcon men's deodorant, designed for the mass toiletry market (130g aerosol, £0.60; 190g, £0.75). The anti-perspirant deodorant, with an "instantly-drying" formula and a fresh, "masculine" fragrance, is being launched with a national television campaign worth £200,000, featuring over 30 spots per region during the four-week burst.

It is also being backed by £200,000 worth of promotional support, with introductory discounts and a free mail-in offer announced on pack collars. In exchange for two collars from either Falcon deodorant



ants or hairsprays, consumers are offered a 1977 pocket diary, featuring extracts from "Inns and their signs" by Eric Delderfield. Rodney Bewes, the television personality, has added his personal interpretations of some of the signs, which are illustrated with full-colour pin-up girls. All recipients of the diary are entitled to discounts off the Eric Delderfield hardback book (Beecham Proprietaries, Great West Road, Brentford, Middlesex).

Sven range grows

Yardley are introducing creme shave and anti-perspirant deodorant both in aerosols (£1.35), to their most popular men's range, Sven. They say "the smooth, luxury creme shave is not to be confused with cheaper 'shaving foams'". An ochre and brown display unit holds six of each item for sale from September, the first birthday of the fragrance (Yardley of London Ltd, 33 Old Bond Street, London W1X 4AP).

Personal perfumes

Samovars are being imported from Russia to dispense five perfumes in stores until Christmas. Samovar fragrances are also supplied in bottles (£4.00), ready for immediate sale. Bottles can be labelled with the shop name and logo and personalised with first-names chosen by customers. The company is offering outlets exclusive agencies in towns and cities. Local Press, radio, television publicity and sales training services are also available and national advertising is being planned (Samovar Perfumes Ltd, Hesketh House, Portman Square, London W1).

Amber from Lenthalic

A romantic single woman "with a steady boyfriend" is a target for Lenthalic's new fragrance range, Amber. Parfum de toilette (spray 25g, £1.60 and 50g, £2.15; 50cc, £1.90) parfum concentrated (£3.25) and talc (£0.85) are being introduced for women who don't find the Tramp image— independent and socially advanced— acceptable. Initial fresh notes incorporating bergamot and lemon are followed by a complex of florals, with lily of the valley, rose and jasmin predominant. National television advertising, from October to Christmas, represents £175,000 expenditure on the launch to describe "a warm and tantalising fragrance . . . a very romantic mood". A counter dispenser for the range



is available (Lenthalic Morny Ltd, 17 Old Bond Street, London W1X 4AY).

Juvena night-care

Juvenance skin-care concentrate (30cc, £4.35, 60cc £6.20), a "regenerating preparation" to be used as a night cream is being introduced for sale from October. The cream contains Univital, "an exclusive, active complex of the Juvenance range," created for dry skin that shows signs of lines and wrinkles. Juvena say a four-week test on foreheads proved "it was possible to achieve a much finer skin structure and a normalisation of the general condition of the skin" (Juvena (Great Britain) Ltd, 27 Albemarle Street, London W1).

Orlane Solo

Square mirrored compacts containing Solo eyeshadows with "telescopic" applicators (£2.75) are being introduced to Orlane's Lumilane range, for September sale.

To complement their autumn make-up look, "light and shade", the house has added matching lipstick and nail enamel colours, rouge rose, a warm pink-red and rose fuschia, deep electric pink (Jean D'Albret-Orlane Ltd, 125 High Holborn, London WC1 6BR).

Beauty Shave for legs

Jackel have introduced bottles of Beauty Shave lotion (125cc, £0.55) suitable for legs. The more viscous, slower drying action, reduces dripping and allows more time to shave a larger area. As an introductory offer a free Bic disposable razor (worth £0.06) is being banded to the bottle, and discounts are offered on purchase of roll-on with lotion (Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland).

Continued on p248





HEAD FOR THE HILLS!

HILLS 'BIG 3' ARE SURE SELLERS AT 'CHEMISTS ONLY'!

REVISED PRICES FROM 27th AUGUST 1976

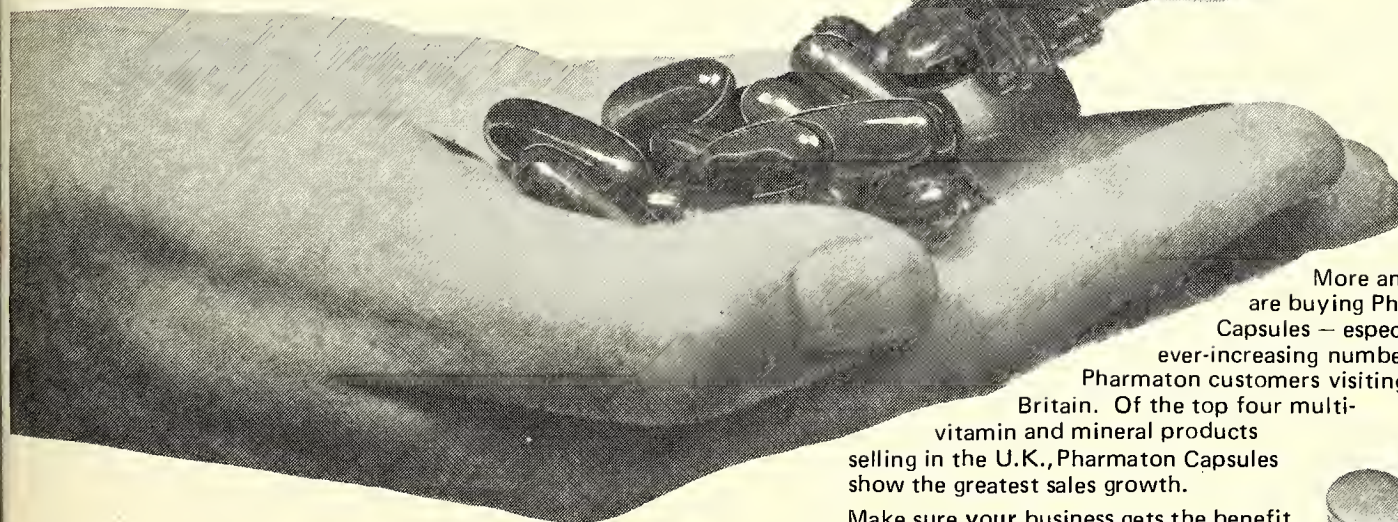
		UNIT PRICES	
		RETAIL (incl. VAT)	TRADE (excl. VAT)
HILL'S ADULT BALSAM	100 ml	41p	28.47p
HILL'S ADULT BALSAM	200 ml	72p	50.00p
HILL'S JUNIOR BALSAM	100 ml	33p	22.92p
HILL'S BALSAM PASTILLES		36p	24.51p

Note : Prices charged will be those ruling at despatch date

HILL'S PHARMACEUTICALS LTD.
BRIERCLIFFE, BURNLEY, BB10 2JY. Tel: 0282 25932

What's in Pharmaton Capsules for you?

Big Sales. High repeat business. And super trade-price discount offers: 10% off £10 orders, 15% off £15 orders, 20% off £20 orders.



More and more people are buying Pharmaton Capsules — especially with the ever-increasing number of European Pharmaton customers visiting Britain. Of the top four multi-vitamin and mineral products selling in the U.K., Pharmaton Capsules show the greatest sales growth.

Make sure your business gets the benefit of Pharmaton Capsules. Contact your local Vestric branch, or write to:
Pharmaton Information Bureau,
Spinney House, Church Street, Liverpool.



Pharmaton Capsules

The Swiss combination of vitamins, minerals and Ginseng

SOLD ONLY
THROUGH CHEMISTS

New products

Continued from p246

Hair care

Schwarzkopf setting lotions

In the Paletta range Schwarzkopf are introducing aerosol setting lotions (85g, £0.48) for use with and without rollers. They claim Paletta blow-dry is the "first-ever aerosol applied blow-dry setting lotion" and offers a soft hold plus conditioning ingredients. Roller set is described as a "conditioning hair set" with extra hold. Both sets can be used between shampoos, to revive a flagging set (Schwarzkopf Ltd, Penn Road, Californian Trading Estate, Aylesbury, Bucks).

VO5 hot oil conditioner

Alberto-Culver are spending £400,000 on national media in one year to launch a hot oil conditioning treatment under the VO5 label. They say it represents "the



next generation of conditioners" (two treatments, £0.59; four, £1.05). Individual sachets of oil must be warmed and applied before shampoo. One application is said to last for four washes. Until the end of September trade price reductions are offered and there is a point of sale display unit to hold 12 two-treatment sizes of the white, gold and brown packs.

Television and the national Press will carry advertisements aimed at 16-40 year old women. Hot oil conditioning treatment is said to have gained a 20 per cent share of the United States market in three months and now to have a 70 per cent repeat-purchase rate. Currently 33 per cent of British women are thought to use conditioner against 55 per cent in the States (Alberto-Culver Co, 44 Newington Causeway, London SE1 6DX).

Sundries

Water fit for babies

Aqua Pura, water from Cwm Dale spring, Church Stretton, Shropshire, is being marketed by Wells Drinks in PVC containers



(1½ litres, about £0.22). The company claim to be "leading producer of own brand drinks, for the biggest supermarket and symbol chains", where their water is already on sale. Wells' chairman purchased the spring some years ago and national advertising will aim at slimmers and mothers of bottle-fed babies. They are suggesting that in certain areas, and during the current drought, mothers may consider using Aqua Pura to avoid the problems that have been raised over the high nitrate content of tap water (Wells (Drinks) Ltd, Tenbury Wells, Worcs).

Pine sponge

Meyer & Myer have designed a Frina household sponge "like a pine tree"—green, triangular shaped and impregnated with pine essence (£0.30). The shape helps to clean into corners and pine scent is released while the sponge is used (Meyer & Myer Marketing Ltd, 110 Weston Street, London SE1 3QB).

on TV next week

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island.

Anadin: All areas

Aquafresh: So

Crest: All except G, E

Elnett hairspray: All areas

Euthymol original: Ln, So

French Almond: Y, So, NE

Fresh 'N' Clean: Y

Harmony shampoo: All areas

Immac: All areas

Imperial Leather foam: All except E

J cloths: Ln, So, A

Johnson's baby oil: Y, NE

Lentheric perfumes: All except E

Listerine: Ln

Macleans: Y, NE

Mum: All except E

Nice 'N' Easy: M

Radox showerfresh: All except U, E

Signal: All areas

Sunsilk: All areas

Tegrin Herbal: All except E

Tudor: Ln

Wilkinson Sword scissors: M

Prescription specialities

BRICANYL respirator solution

Manufacturer Astra Chemicals Ltd, King Georges Avenue, Watford, Herts

Description Terbutaline sulphate 10mg per ml in colourless solution

Indications Relief of severe bronchospasm

Dosage Usually 2-5mg or in severe cases up to 10mg, via a nebuliser or IPPV machine, after dilution of solution with sterile physiological saline. For chronic administration—1-2mg per hour in solution of 100mcg per ml

Precautions Should not be used with non-selective beta blocking agents but may be used with agents which selectively block cardiac beta₁ receptors. Care in patients with myocardial insufficiency or thyrotoxicosis. Care in first trimester of pregnancy. Solution in nebulisers should be replaced daily

Side effects Occasional tremor and palpitations characteristic of sympathomimetics

Storage In a cool place away from light. Shelf life 2 years

Dispensing diluent Usually sterile physiological saline; also water for injection

Packs 10ml vial (£0.75 trade)

Supply restrictions PI, SI. Hospitals only
Issued August 1976

VERMOX tablets

Manufacturer Janssen Pharmaceutical Ltd, Janssen House, Marlow, Bucks SL7 1ET

Description Pale orange, flat, scored, chewable tablet, about 10mm diameter, containing mebendazole 100mg

Indications Broad spectrum anthelmintic for treatment of threadworm, whipworm, large roundworm, common and American hookworm

Contraindications Pregnancy

Dosage Adults and children over two years: Threadworm—one tablet; because of possible re-infestation, it is recommended that other children in the family are treated simultaneously. Other infestations—one tablet morning and evening for three consecutive days

Precautions Not recommended for children under two years

Side effects Transient abdominal pain and diarrhoea have been reported rarely in massive infestation and worm expulsion

Packs Blister pack of six (£1.60 trade)

Supply restrictions Recommended on prescription only

Issued September 6, 1976

Persantin 100mg tablets

From September 1 Persantin will be available as 100mg white sugar-coated tablets (100, £9.80 trade) from Boehringer Ingelheim Ltd, Southern Industrial Estate, Bracknell, Berks RG12 4YS.

Distamine 50mg tablets

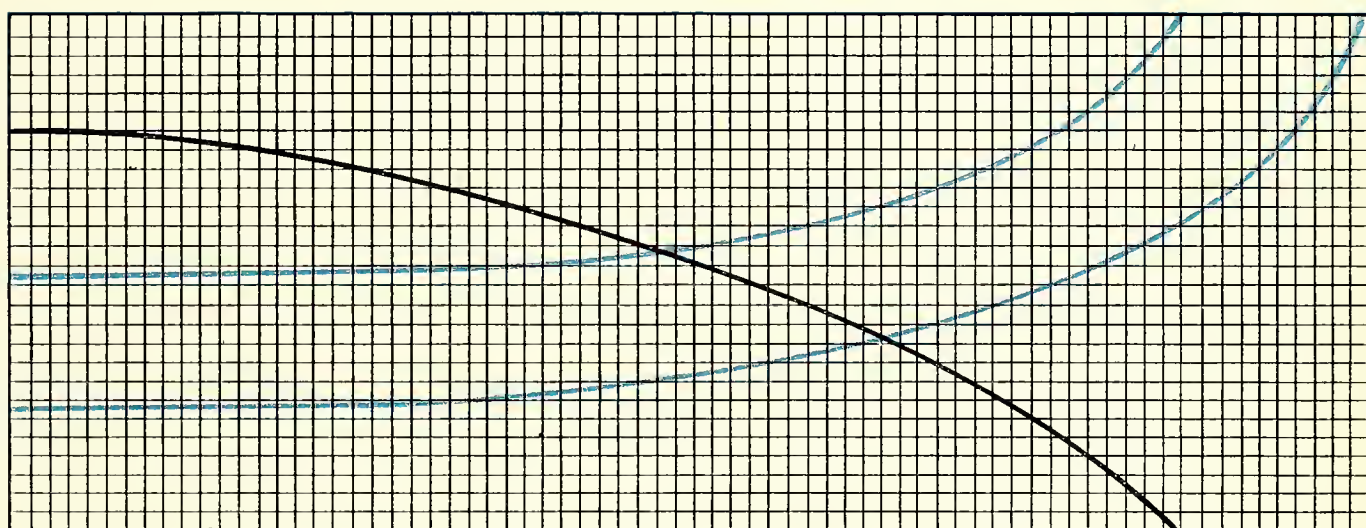
Distamine 50mg tablets (100, £2.94 trade) will be available on September 1 from Dista Products Ltd, Fleming Road, Speke, Liverpool L24 9LN. The white, coated, scored tablets, diameter 5.5mm contain d-penicillamine base 50mg.



TRADE GRAPH FOR AUTUMN PROFIT £

PROFIT

(UP)



PRODUCT	SIZE	PACK SIZE	NORMAL COST PRICE EX VAT	NORMAL R.S.P.	APOCAIRE R.S.P.	PROMOTION PRICE EX VAT	PRODUCT	SIZE	PACK SIZE	NORMAL COST PRICE EX VAT	NORMAL R.S.P.	APOCAIRE R.S.P.	PROMOTION PRICE EX VAT
ELASTOPLAST							MATEY						
DRESSING STRIPS							8 BATH ADDITIVE	340cc	12	3.855	46p	35p	3.08
4201 3.8cm x 1m		12	2.365	30p	22p	1.98	Shows 21% Gross Profit						
4202 6.3cm x 1m		12	2.915	37p	28p	2.44	MD4						
4203 7.5cm x 1m		12	3.625	46p	34p	2.97	ANTI SMOKING FILTER		6	19.26	£4.95p	£4.95p	17.335
7269 6.3cm x 1m		12	2.915	37p	28p	2.44	Shows 37% Gross Profit						
Shows 20% Gross Profit							EXTRA LARGE POINTS VALUE THIS MONTH						
ELNETT							NIKINI						
HAIR SPRAY*	300g	6	5.05	£1.24p	99p	4.39	PADS	10	60	12.05		23p	10.29
HAIR SPRAY†	500g	6	7.38	£1.82p	£1.45p	6.32		20	30	11.36		43p	9.69
*Shows 20% Gross Profit							STRETCH BRIEFS						
†Shows 21½% Gross Profit							Shows 20% Gross Profit						
KLEENEX TISSUES							ODOR EATERS						
ELEGANCE		24	6.065		29½p	5.28	CUSHION INSOLES		6	2.68	69p	59p	2.33
Shows 20% Gross Profit							Shows 29% Gross Profit						
KOTEX SANITARY TOWELS							RIGHT GUARD						
SIMPLICITY	10	12	3.105		30p	2.705	ANTI PERSPIRANT	190g	6	2.645	67p	47p	2.09
	10	24	6.21		30p	5.41	DEODORANT	190g	6	2.645	67p	47p	2.09
	20	24	12.11		58p	10.43	DOUBLE PROTECTION	190g	6	2.84	72p	51p	2.24
SIMPLICITY SYLPHS	10	12	2.79		27p	2.42	Shows 20% Gross Profit						
	10	24	5.58		27p	4.84	SUNSILK						
Shows 20% Gross Profit							SHAMPOO						
							Standard 12 2.13 26p 19½p 1.73						
							Large 6 1.55 38p 28p 1.26						
							Economy 6 2.775 68p 49p 2.23						
							Shows 20% Gross Profit						
LANACANE							TUFTY						
CREAM		12	5.75	69p	RPM	4.91	TIE ON PANTS		12	4.665	52p	40p	3.80
Shows 36% Gross Profit							Shows 20% Gross Profit						
LOVING CARE							TUFTY TAILS						
HAIR COLOURANT		3	1.305	69p	49p	1.08	DISPOSABLE NAPKINS						
Shows 20% Gross Profit							Newborn 12 5.125 53p 42p 3.98						
MACLEANS							Baby 12 5.795 60p 50p 4.83						
TOOTHPASTE	Standard	12	1.83	22p	14p	1.22	Toddler 12 7.515 78p 64p 6.20						
	Large	12	2.79	33½p	20p	1.75	Shows 20% Gross Profit						
	Economy	12	3.83	46p	29p	2.53							
	Giant	12	4.785	57½p	35p	3.06							
Shows approx. 21½% Gross Profit													
All Price Marked Packs. Special Packs may not be available until 6th September 1976													

Trade News

Flu vaccine available now

Duphar Laboratories, Gaters Hill, West End, Southampton, Hants SO3 3JD, say that Influvac trivalent influenza vaccines containing 400 iu A/New Jersey (swine), 400 iu A/Victoria and 360 iu B/Hong Kong per dose, as recommended by the World Health Organisation, is now available from wholesalers throughout the UK.

Hills in winter

This year the slogan "Hill's never give coughs a chance" will be appearing in premier positions in daily and Sunday newspapers during a £50,000 campaign by Hill's Pharmaceuticals Ltd, Talbot Street, Briercliffe, Burnley, Lancs.

Cabdrivers advertising and bonus

Cabdrivers linctus, manufactured and distributed by Halas Laboratories Ltd, Thorp Arch Trading Estate, Wetherby, Yorks, for Ford Jackson & Co (Sales) Ltd, Castleford, will be advertised in national Sunday newspapers from the beginning of October through to February. A bonus of 13 as 12 is available to the end of November.

Tenormin presentation

Stuart Pharmaceuticals Ltd, Carr House, Carrs Road, Cheadle, Ches SK8 2EG, are changing the pack presentation of Tenormin. A new blister pack of 30's (£6.12 trade) will replace the existing tube of 30's but retailers will continue to receive tubes until stocks are used up. A new pack of 150 tablets (£30) comprising 5 x 30 film wrapped blister packs is also available from September 1.

Parentrovite packaging change

Parentrovite is being packed, by a new automatic process, into a clear plastic tray with an outer carton of different dimensions from previously. The sizes of the ampoules will be altered slightly to correspond with European DIN sizes, but contents remain the same. Bencard, Great West Road, Brentford, Middlesex TW8 9BD, say the new packs will be phased-in during the next three months as existing stocks become exhausted.

Recital re-launch

After three years' testing in the United States, Recital is being relaunched in gel form in the UK. The new formula is said to "mix better and ensure richer, more even colouring, sufficient for all lengths of hair". Gloves and conditioning shampoo are also included in packs (84cc, £1.10) and clear plastic L-shaped units, displaying product information, are being made available. Golden Ltd, 18 Bruton Street, London W1A 1BX, are adding Biarritz, a light, beige blonde, and Rimini, a pale brown, to the Recital range.

Midlands Television will carry advertisements with the line "Sometimes you



should never settle for second best", from September 20 for three weeks, while L'Oréal girls distribute 25p introductory coupons in major outlets nationally.

Large Tyrosolven to go

William R. Warner & Co Ltd, Eastleigh, Hants SO5 3ZQ, are to discontinue the 250 pack of Tyrosolven lozenges when current stocks have been exhausted.

Fybogel 60 sachet

Fybogel packaging will shortly be changed from the present 30 sachet carton to a 60 sachet pack (12 packs, £28.98 trade). There will be no alteration in price per sachet. Orders for 30's received after the change-over in September will be met with the

equivalent quantity in 60's and Reckitt & Colman pharmaceutical division, Dansom Lane, Hull HU8 7DS, say it would be helpful if orders placed in September were for multiples of 60 sachets.

Over £1 million on Ulay

"Oil of Ulay. The most valuable minute of your day" is the theme of a national television campaign this autumn. Editorial-type advertising, on $\frac{1}{2}$ and $\frac{3}{4}$ pages, in leading women's magazines and the national Press are included in the £1 million plus campaign from Richardson Merrell Ltd, 20 Queensmerc, Slough, Berks. One in five women in the UK are said to use Oil of Ulay regularly, "the largest penetration ever achieved by a skin care product."

Slymbred distribution

Blakey's Foods have appointed Vessen Ltd, New Mansion House, Wellington Road South, Stockport, Ches SK1 3UA (telephone 061-477-0395), to distribute Heudebert's Slymbred.

T-shirt offer from Horizon

The new national consumer advertising campaign for Horizon contraceptive sheaths, spending £4m over the next 12 months, is being supported with a T-shirt offer. The cotton T-shirt carries the message "I like new horizons" and is available free with six pack fronts plus £0.20 postage or can be bought for £0.99 plus postage. Akwell, division of G. D. Searle & Co Ltd, Lane End Road, High Wycombe, Bucks HP12 4HL, are distributing leaflets explaining the offer to pharmacies and hairdressing salons.

Electronic door lock with digital 'key'

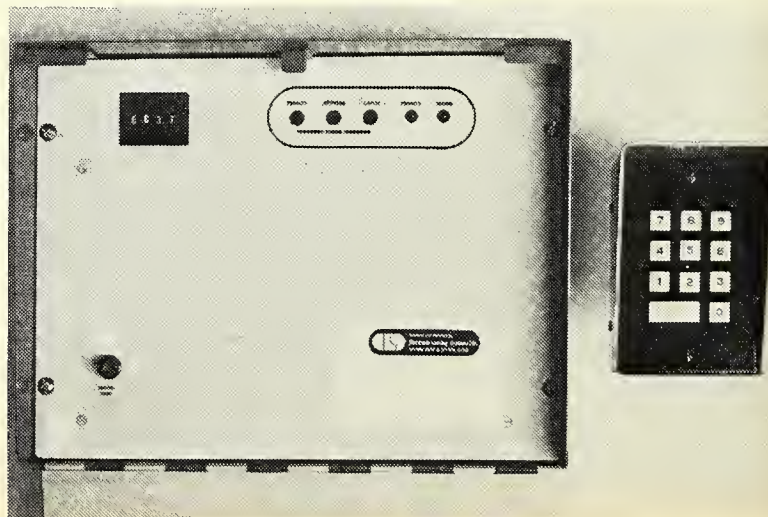
An electronically controlled door lock—which operates without conventional keys but with a special digital "key"—has been introduced by ELS (Electronic Locking Systems) Ltd, Canberra House, 315 Regent Street, London W1R 7YB.

The system—Digicom—consists of a metal cased device with 10 figures looking like an electronic calculator mounted outside the door and a control unit located inside the premises, used in conjunction with the company's electric locks. The "key" is a sequence of four or five figures tapped in on the device, the lock opening with the correct sequence.

The company point out that there are thousands of permutations from four or

five figures and the chances of the code being cracked are minute. Every time a wrong digit is punched a delay penalty of up to seven seconds is incurred and that accumulates with every error. The system can also be programmed to accept only the correct code within a pre-set time such as 10 seconds, and a security alarm can be made to sound if two or more consecutive errors are made. In addition the code can be changed at the control unit, the new code being shown in a glass window.

The company claim that overall the system overcomes the disadvantages of a conventional key system in that the loss of a single key leads to the large cost of key and lock replacement.



The electronic keying device (right) for the "no key" electronic lock together with the control unit where the code—displayed in the panel on the unit—can be easily changed



Silvikrin hair care relaunch

All shampoos and hairsprays in the Silvikrin hair care range have been reformulated and repackaged in the brand's most comprehensive relaunch to date. Silvikrin shampoos—currently claimed number one on the cosmetic sector of the £42 million shampoo market—now have a thicker, richer formula, and new, fresher fragrances, emphasising the natural ingredients. Beecham Proprietaries, Beecham House, Great West Road, Brentford, Middlesex, have introduced a new economy size bottle (250cc, £0.66) to meet growing consumer demand. Silvikrin hairspray—claimed number two in the £44 million hairspray market—now has a softer spray and a new, gentle, fragrance. A "firm hold" variant is available.

The relaunch will be backed by £750,000 television advertising, over five months, with a further £200,000 colour Press advertising programme for Nature's Riches running concurrently. There are display units and dump bins tailored to suit every size of outlet.

Beecham will market Badedas in the UK from January 1, 1977. Beecham have manufactured Badedas since 1970 when it acquired Fischer and Fischer, the German company that first launched the product in 1957. Under an agreement negotiated with Fischer and Fischer, Badedas has been handled in the UK by Cussons Sons & Co Ltd. When this agreement expires on December 31, the entire manufacturing, marketing, advertising and sales operation in the UK will come under the control of Beecham Proprietaries for the first time.

Mr Charles Auld, marketing director, says "From 1977 Badedas will have the kind of sustained and concentrated effort behind it in the UK that it gets in other markets. We intend to give this unique product the benefit of the expert sales and marketing techniques that our other best selling consumer products receive."

Dylon 'washing machine'

A dumper bin resembling a washing machine which holds 72 packs of Wash 'n Dye has been designed by Dylon International Ltd, Worsley Bridge Road, Lower Sydenham, London SE26 5HD. The unit takes 18½ in x 15 in floor space and four packs of three Wash 'n Dye tubs are free with orders of one gross or more of assorted colours. Colour leaflets are supplied for a holder incorporated in the header card—both illustrating how easy it

is to wash and dye clothes at the same time, in a machine.

Johnsons send roses

Dental hygienists all over the UK are receiving a rose in a vase from Johnson & Johnson Ltd, Slough, Berks. Cards are being sent with each rose to remind them of dental floss, now available unwaxed as well as waxed. "Dental opinion is split on the merits of each type", say Johnsons, but supporters of unwaxed floss say it offers a better "brooming" action. Counter units for both types are available.

Johnson are promoting their full range of baby products through Co-op pharmacies, for six weeks from September 6. Customers buying £1.00 worth of Johnson products will be able to buy a T-shirt with the slogan "I'm a Johnson's baby", for £0.50. The promotion will be backed by advertising in *Woman*, *Woman's Weekly*, *My Weekly*, *Woman's Realm* and *Woman's Own*.

Maxidri design change

Kimberly-Clark Ltd, Larkfield, Nr Maidstone, Kent, claim their Kleenex Maxidri kitchen towels are the only brand to be advertised nationally on television this year. A slight change in design—daisy pattern borders in fresh orange, brown and blue colours coincides with their current three-week television campaign. The company will have spent over £160,000 on advertising during the past eight months.

Names and addresses needed

Approved Prescription Services Ltd have received a number of inquiries in response to their mailing "Generic tablets giving you a headache?" which bear no name or address. They ask anyone who has not received a reply to write again to the company at Freepost, Cleckheaton, West Yorks BD19 3BR.

Hansen nail gift

Every pack of Sally Hansen cuticle remover and nail treatment cream sold during September and October is offered with a free set of emery boards by Nivea Toiletries, Surbiton, Surrey. A display unit holding six of each product has been designed to promote the offer.

Liquid of Life distribution

Barkers' Liquid of Life (G. Barker Products) is now distributed by Thomas Guest & Co Ltd Carruthers Street, Manchester. All orders should continue to be sent to 40 Fouracres Road, Manchester M23.

Unichem 'member only' offers

In addition to the monthly bargain buys, Unichem's "member only" offer, from September 7-25, covers: Badedas, Efferdent, Elnett hairspray, Farleys rusks, Grecian 2000/Lady Grecian 2000, Kemval rubber gloves, Nice 'N Easy, Philips flash bulbs AG3B, PF1B, PFC4 and Magicube 3's, Radox salts. Details from Unichem Ltd, Crown House, Morden, Surrey.

Bonus offer

Potter & Clarke Ltd, 44a The Green, Warlingham, Surrey CR3 9YS. All Potter's pastilles, until end of September. Details from De Witt International representatives or wholesalers.

Optabs

The world famous eye lotion in TABLET form is rapidly making its mark in the cosmetic market.

ADVERTISING NOW APPEARING in the *Sunday Express*, *Sunday Mirror* and *'She'* regularly right through until August.

The point about Optabs is that it is completely fresh and sterile every time. The Optabs formula cannot work in a ready made lotion, so we put it in a tiny tablet which dissolves in seconds in a lukewarm eye bath.

The transformation is amazing! Dull, bloodshot eyes become sparkling white in seconds.

NYLAX

The vitamin and herbal laxative is growing into a BIG BOY!

Demand has increased every single year from 1940 when it was first introduced — and now with increased advertising — SALES are growing more rapidly than ever.

HEAVY ADVERTISING RIGHT THROUGH THIS YEAR



Nylax (22p) £1.82 doz.
Optabs (with eye bath 35p) £2.93 doz.
(Refills 32p) £2.67 doz. + VAT.
Direct from British Chemotheutic Products Ltd.
Kemtheutic House,
Grant Street, Bradford, West Yorks.
Telephone: Bradford (0274) 22005
Or order singles through your usual wholesaler.

Medical and trade advertising in Victorian times

by W. A. Jackson, FPS

I doubt whether many pharmacists would quarrel with the new restrictions, proposed earlier this year, on the advertising of medicines to the public (*C&D*, March 27, p440), but I sometimes wonder if people realise how far we have progressed since Victorian times. However, I must confess that I derive much more enjoyment from perusing the more robust claims from that period than I do from any present-day advertising material.

One of my favourite advertisements shows two young ladies proudly wearing their new, lavender-blue Harness Magnetic Corsets and one can see quite clearly the powerful magnetism flashing from the built-in magnets, thereby curing their weak backs. These were claimed to give perfect support, prevent chills, and exercise a most beneficial influence upon the respiratory and other organs, as well as being an invaluable adjunct attire for delicate women and all who suffered from organic diseases, rheumatic affections and weak

back. A number of testimonials confirm that wearing these corsets had indeed cured weak backs, rheumatism (enabling Mrs E. Purchas to walk without the aid of a crutch), nervous depression and loss of appetite. In addition, a certain Miss Young no longer suffered from sleeplessness since wearing one; unfortunately, she does not make it clear whether she actually wore it in bed. Even at 5s 6d (post free) they must have been good value.

Cure for 'throat deafness'

Another fine specimen is for The Carbolic Smoke Ball (a new American remedy). This would positively cure colds, cold in the head, cold on the chest, catarrh, asthma, bronchitis, hoarseness, loss of voice, influenza, hay fever, throat deafness, sore throat, snoring, croup, whooping cough, neuralgia and headache. (Can anybody tell me what throat deafness is?) A long list of users of this infallible remedy includes Sir John Banks, MD,

KCB, Physician to Her Majesty the Queen, Miss Ellen Terry, Henry Irving, Lady Churchill, Lady Wellesley, Earl Cadogan and many other members of the nobility.

Moving on to medicines designed for internal use, we discover that Clarke's World-Famed Blood Mixture was warranted to cleanse the blood from all impurities from *whatever* cause arising. The advertisement continues: "For Scrofula, Scurvy, Eczema, Bad Legs, Skin and Blood Diseases, Pimples and Sores of all kinds, its effects are marvellous. It is the only real specific for Gout and Rheumatic Pains, for it removes the *cause* from the blood and bones. Thousands of wonderful cures have been effected by it."

Walker's Chinese Pills could be taken with the certainty that their effect would be beneficial "in cases of Bilious Complaints, Skin-Blotches, Scrofula, Scurvy, Abscesses, Swelled Legs, Boils, Sick Headache, Indigestion, Female Irregularities, Constipation, Jaundice. Gravel Complaints,

An 1891 advertisement for the "cure-all" Carbolic Smoke Ball (left) and the magnetic corset which "cured weak backs"

THE CARBOLIC SMOKE BALL

WILL POSITIVELY CURE.

COLDS CURED

COLDS CURED

COLDS CURED

COLDS CURED

For Inhalation only.



For Inhalation only.

COLD IN THE HEAD
Cured in twelve hours.

COLD ON THE CHEST
Cured in twelve hours.

CATARRH
Cured in three months.

ASTHMA
Cured in every case; relieved in ten minutes.

BRONCHITIS
Cured in every case.

HOARSENESS
Cured in twelve hours.

LOSS OF VOICE
Fully restored.

INFLUENZA
Cured in two days.

HAY FEVER
A cure guaranteed.

THROAT DEAFNESS
Cured in three months.

SORE THROAT
Cured in twelve hours.

SNORING
Cured by inhaling at bedtime.

CROUP
Relieved in five minutes.

WHOOPING COUGH
Relieved the first application.

NEURALGIA
Cured in ten minutes.

HEADACHE
Cured in ten minutes.

As all the Diseases mentioned herein proceed from one cause, they can, therefore, be cured by one remedy - namely, the CARBOLIC SMOKE BALL.

The Carbolic Smoke Ball will not only cure all diseases caused by taking cold, but will, if used in time, positively ward off colds.

One Carbolic Smoke Ball will last a family several months, making it the cheapest remedy in the world at the price - 10/- post free.

The Carbolic Smoke Ball can be refilled, when empty, at a cost of 5/- post free.

BEWARE OF WORTHLESS AND FRAUDULENT IMITATIONS.

Retail Price, 10/- each. Chemists can obtain from all the Patent Medicine Warehousemen, WHOLESALE AND SHIPPING FROM

WILCOX & CO., 239 OXFORD STREET, LONDON.

THE "VERY THING" FOR LADIES

FOR AN ELEGANT FIGURE & GOOD HEALTH

HARNESS' MAGNETIC CORSETS

PRICE ONLY 5/6 POST FREE



FOR WOMEN OF ALL AGES

HARNESS' MAGNETIC CORSETS

ONLY 5/6

By wearing these perfectly designed Corsets the most awkward figure becomes graceful and elegant, the internal organs are speedily strengthened, THE CHEST IS AIDED IN ITS HEALTHY DEVELOPMENT. And the entire system is invigorated.

Send at once Postal Order or Cheque for 5s. 6d. to the Secretary, C. Dept.

THE MEDICAL BATTERY CO., LIMITED,

52, OXFORD ST LONDON. W.

and the Earlier Stages of Consumption."

Patent foods were well represented. One of the most eye-catching was that for "Frame Food" diet. This was illustrated by a picture of two physicians, elegantly attired in top hats and frock coats conversing on the Victoria Embankment: First doctor: "What time did that child die?" Second doctor: "You will hardly believe it, but, thanks to Frame Food Diet, it is still alive and thriving splendidly!"

The child in question was that of Mrs Coles of Erith, Kent, and was suffering from rickets, inflammation of the bowels, and convulsions. I wonder if he or she is still alive—not beyond the bounds of possibility as the advertisement appeared eighty years ago.

A dramatic advertisement for Fennings' Fever Curer, or Fennings' Stomachic Mixture boldly proclaims:

Bowel complaints cured with one dose.
Typhus or low fever cured with two doses.
Diphtheria cured with three doses.
Scarlet fever cured with four doses.
Cholera cured with five doses.
A Dose taken once or twice a week will prevent a person catching scarlet or typhus fever or any infectious complaint, if in the neighbourhood or house."

Another diphtheria 'cure'

For the sufferer from diphtheria, even if the third dose of Fennings' did not effect a cure, all was not lost. "The Housewife's Friend and Family Help" by C. W. Alexander (London and Otley, undated, late 19th century) offered one which, "however nauseous, at least in idea, can

Do not let your Child Die!

FENNINGS' CHILDREN'S POWDERS
PREVENT CONVULSIONS.

ARE COOLING AND SOOTHING.

FENNINGS' CHILDREN'S POWDERS

For Children Cutting their Teeth, to Prevent Convulsions.

Do not contain Calomel, Opium, Morphia, or anything injurious to a tender babe.

Sold in Stamped Boxes at 1s. 1½d. and 2s. 9d. (great saving), with full directions. Sent post free for 15 stamps.

Direct to ALFRED FENNINGS, WEST COWES, I.W.
Chemists, by applying to the Patent Medicine Houses and Wholesale Chemists, can obtain free of any charge a supply of "FENNINGS' EVERY MOTHER'S BOOK" for Counter Distribution.

SAFE TEETHING.

SAFE TEETHING.

Do not untimely Die!

SORE THROATS CURED WITH ONE DOSE.

FENNINGS'

FEVER CURER.

BOWEL COMPLAINTS cured with One Dose.

TYPHUS or LOW FEVER cured with Two Doses.

DIPHTHERIA cured with Three Doses.

SCARLET FEVER cured with Four Doses.

CHOLERA cured with Five Doses.

INFLUENZA cured with Six Doses.

Sold in Bottles at 1s. 1½d., with full directions, by all Chemists.

None are genuine but these with the Proprietor's name, "ALFRED FENNINGS," printed on the Government Stamp round each bottle.

be as surely depended on to cure diphtheria, as the sun rises and sets." The recipe was originally the property of an old lady, who resolutely refused to divulge it even when offered as much as £12 for it. Eventually, one of her neighbours pretended to have contracted the disease and sent for her in great haste, while other neighbours spied on her, and so discovered her secret remedy. Presumably, Mr Alexander obtained it from one of them, enabling him to pass it on to his readers.

The directions were: "Take the dry white dung of a dog, and after powdering it finely, mix it up with a little wild honey, give the patient a teaspoonful every half-hour till the disease is broken, which will soon take place. The best way is not to tell the patient what you are giving at the time. Of course you can try all other remedies before administering this one, as

the case may not be a desperate one; but when all else fails, give it is quickly as possible, and the life is saved." I expect that it was easier to obtain wild honey in those days. Incidentally, for those who are disgusted by this simple folk remedy, let us remember that we still obtain oestrone from the urine of pregnant mares.

I wonder if people in eighty years' time will get as much fun from our present television commercials as I do from my collection of old medical advertisements. Somehow, I doubt it.

Examples of chemist trade advertising in Victorian times: above, Fennings advertisements for Children's powders—"to prevent convulsions"—and Fever Curer (1896); below, Dr Mackenzie's "absolutely harmless" Arsenical Soap and Face Lotion (1899)

DR. MACKENZIE'S

ARSENICAL SOAP & FACE LOTION

THE ORIGINAL AND ONLY GENUINE.
GUARANTEED TO CONTAIN ARSENIC.

Prepared with Arsenic, Zinc, and other ingredients as a beautifier of the skin and complexion, and guaranteed absolutely harmless. Produces a lovely skin and complexion, and cures spots, pimples, redness, roughness, freckles, lines, wrinkles, and crowsfeet, and absolutely prevents shiny skins. The finest and purest soap made. For all irritations it is most emollient and soothing. Deliciously and expensively perfumed, producing a lovely complexion, softening and beautifying the skin. The finest and purest Soap in the World. Made from cold cream and without common fats.

MADAME PATTI finds Dr. Mackenzie's Arsenical Toilet Soap most excellent. — Craig-y-Nos Castle, South Wales.

FLORENCE ST. JOHN writes from Oxford Street, W.:—"I have been using Dr. Mackenzie's Arsenical Toilet Soap for some three months. It was recommended by a friend and I was so pleased with the result that I use no other. You are quite at liberty to publish my letter."

ELLALINE TERRISS writes from Gaiety Theatre:—"I have tried Dr. Mackenzie's Arsenical Soap. I think it is quite one of the best I have ever used, and can thoroughly testify to its excellence."

DOROTHEA IRVING writes from Southampton Row, W.C.:—"I have used your soap already for some time, and find it most soothing and refreshing to the skin."

CYNTHIA BROOKER writes from Adelphi Theatre, London:—"I consider Dr. Mackenzie's Arsenical Toilet Soap positively the best I have ever used for the complexion."

FANNY BROUGH writes:—"I consider Dr. Mackenzie's Arsenical Soap most pleasant for Toilet use—excellent in hard water—and most delicate in perfume."

MISS FORTESCUE is most pleased to recommend Dr. Mackenzie's Arsenical Soap, as she found it most excellent."

Absolutely Harmless. Beware of Imitations.

S. HARVEY, Ltd., 5 Denman Street, LONDON BRIDGE.

This lotion is not greasy, does not contain Glycerine, and is absolutely harmless. By tightening the skin it quickly removes all wrinkles, lines, crowsfeet, or puffiness under the eyes, it keeps the skin soft and velvety, and in summer will entirely prevent and quickly remove freckles. For pimples, redness, roughness of the skin, excessive perspiration, wrinkles, or enlarged pores, it is matchless. Price 3/6 per bottle; large bottles 5/-. This Lotion prevents the growth of superfluous hairs on the face.



DR. GRIFFITHS, F.R.S. (Edin.), F.O.S., certifies as follows:—"I have carefully examined DR. MACKENZIE'S FACE LOTION, and I hereby certify that it contains nothing whatever injurious to the skin. On the contrary, it is one of the finest tonics and beautifiers that I have ever examined."

"The Grange, Carleton, Pontefract.—Miss B. Tew would be obliged if Messrs. Harvey, Ltd., would send her by return of post another bottle of Dr. Mackenzie's Face Lotion, as she has derived benefit from the first."

"Lostock Hall, near Preston.—Miss Edmonson would be glad if Messrs. Harvey, Ltd., would forward her a bottle of Dr. Mackenzie's Face Lotion, as she likes it better than anything she has ever tried. Kindly oblige by sending it by return, as she is without it."

"Lewes.—Mrs. H.—encloses P.O. for 3/6, and will be much obliged if Messrs. Harvey, Ltd., would send her another bottle of Dr. Mackenzie's Face Lotion; she suffers a good deal from small pimples, though she thinks she has received benefit from the Lotion."

"177 New Cross Road, S.E., August 10th, 1897.—Will you kindly send me another bottle of your Dr. Mackenzie's Face Lotion, for which I enclose

P.O. for 3/6? I would not be without it for anything. I never had so few freckles in all my life—in fact, I can't say I have any, though this has been a record summer for sunshine.—LILLIE HUDSON."

"MISS VIOLET OSBORNE, Greenhouse Cottage, Alveley, Bridgenorth, is using your Soap and Lotion, and is delighted with them; they are the very best she has ever tried, and are making her skin so soft and clear. Feb. 21st, 1895."

"Hatley St. George, Torquay.—Please send another bottle of Dr. Mackenzie's Face Lotion. I find it very good for the skin, far better than any I have ever used, and I think it fulfils its promise of not increasing the growth of hair."

Downs Redifit closed

*more than ever the
ideal ostomy appliance.*

It's ideal for you—because as Redifit has been scientifically designed to the most exacting medical standards, you'll find doctors and patients alike make it their first choice. Closed and open types are available in both Starter and Continuation Sets, together with the clear-fronted Hospital and Sterile models. All come in 7 different sizes, so there's one to fit every patient. And they're designed with comfort in mind, offering the following important features:

Odourproof

An all-opaque, multilaminate plastic material ensures complete confidence for the normal life of the bag.

Easy application

The Karaya's protective covering and plaster backing paper removed before applying to the prepared stoma area.

Belt ring

This pattern is unique to Redifit. It is not fastened directly to the bag but is detachable, being held by the flange behind which it can rotate. Therefore even after the bag is fixed in position, the angle of the belt can be adjusted to give the most comfortable position.

Karaya

A superior gum washer giving maximum efficiency over a longer period because of its high resistance to 'breakdown' from body heat. It is less affected by extremes of temperature and humidity.

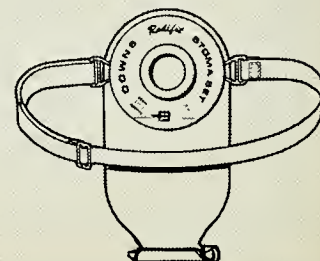
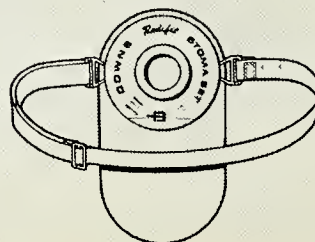
Competitive cost

Redifit—made by Downs Surgical Ltd.
for the special needs of special people.



Downs Surgical Limited

CHURCH PATH MITCHAM SURREY CR4 3UE ENGLAND
TELEPHONE 01-640 3422 & 648 6291 TELEGRAMS DOWN MITCHAM TELEX 927 045



To: Downs Surgical Ltd.,
Church Path, Mitcham, Surrey.
Please send me full details of the Redifit range.

Name _____

Address _____

Company News

Unichem plan larger rebate payment

Following the record rebate payment to members of over £500,000 in respect of 1975 trading, Unichem's Board is recommending a higher level of base rebate of 5 per cent on qualifying purchases for the current year. Members can also earn an extra 1 per cent or 2 per cent, dependent upon the profitability of the individual cost centres.

Announcing the proposal to increase the base rebate by 1 per cent above that paid for 1975, chairman Michael Frith said, "With sales, currently running at a new rate of £50 million, and profitability continuing to advance strongly through the first half of this year we have decided to underline our confidence in the 1976 performance at an early stage."

The total package of financial benefits to Unichem members is completed by the interest paid on their individual shareholding. In accordance with the rules of the society, this continues at a rate 1 per cent above the Bank of England minimum lending rate, as applicable at the date of the annual meeting, with a maximum of 12½ per cent. The 6 per cent base rate will have an early effect on the level of profit distribution, as the first interim payment of rebate due in October will be at the rate of 5 per cent, again an increase of 1 per cent on the equivalent distribution of last year. The same rate will apply to the second interim due for payment in March 1977, while the final balance will be paid in July, after the board's recommendation has gone before the annual meeting.

Reckitt & Colman sales and profits up

In the first half of 1976 sales of Reckitt & Colman Ltd on a worldwide basis at £226.66m were 30.7 per cent higher than in the same period of 1975, the operating profit (£23.85m) was 48.6 per cent up and earnings rose 61.7 per cent. It is emphasised, however, that these increases should be viewed in the light of inflation and exchange rate movements, which together were equivalent to about 24 per cent in terms of sterling in the areas where the company operates.

Within the UK, sales increased by 18.9 per cent and operating profit by 29.7 per cent, but the company points out that trading performance in the first half of 1975 was essentially modest. The performance of the household and toiletries division was greatly improved, and investment continued in the pharmaceutical division with operating profit well ahead of 1975. Export sales to both customers and overseas subsidiaries were £12.01m, an increase of 27.5 per cent, and the operating profit on these sales increased by about 40 per cent.

Clinical trials being carried out both in the UK and abroad on buprenorphine, a new analgesic, continue to be encouraging.

□ Reckitt & Colman recently made an agreed offer of 125p per share for the whole of the issued share capital of Winsor & Newton Ltd, whose products (largely artists' materials) are complementary to those of Reeves (suppliers for educational establishments) which became part of Reckitt & Colman in 1974.

Hoechst sales 18 per cent up

Hoechst report that production, sales and profits have grown steadily in the first half of 1976. Group turnover was DM11,690m, 18.2 per cent above the 1975 figure, and pre-tax profit was 46.7 per cent up at DM460m. Turnover in Germany rose 14.2 per cent to DM3,850m, but overseas turnover increased by only 11.7 per cent to DM7,840m.

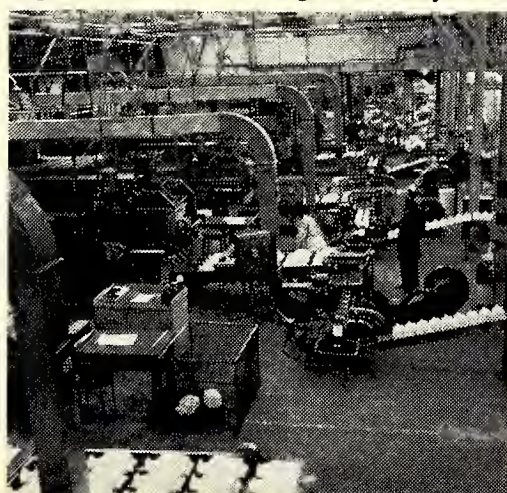
While these results are encouraging, the company considers it unlikely that the record performance of 1974 will be equalled in 1976.

Unigate prospects

Turnover of Unigate Ltd in the year ended March 27, 1976, rose to £762.59m from £586.96m in the previous twelve months, and pre-tax profit increased to £21.59m from £17.78m. While approaching the future with confidence, the chairman, Sir James Barker, says in the annual report that new investment is now needed on a scale not previously contemplated. He considers this should be possible provided that the government fulfills its intention of bringing inflation under control and allowing industry to earn and retain a more realistic level of profit.

Plysu plan higher output

Plans for further substantial increase in production capacity for polyethylene bottles early in 1977 by a programme of improvements to existing machinery were



announced by Mr C. S. J. Summerlin, chairman of Plysu Ltd, at the recent annual meeting. In some cases a rise in output as much as 60 per cent above the present level is anticipated.

The 40 per cent increase in capacity for "Compact" and "F.80" polyethylene bottles referred to in the annual report is well under way and is expected to be complete by the end of 1976. The company now has 16 Uniloy blow-moulding machines at the headquarters at Woburn Sands, Bucks, and current production capacity is about 80m units a year.

Unilever doubles profit

Pre-tax profit of Unilever Ltd and Unilever NV combined in the second quarter of 1976 was £140.7m compared with £70.4m in the same quarter of 1975. The total for the first half of the year, £255.3m, was 150 per cent above that for the same period of 1975 when the market was very depressed.

The company state that in Europe the recovery of sales and profits of all the main product groups continued, particularly for edible fats and products for industrial use which were customary a few years ago, and were still not considered adequate as a percentage of sales.

Briefly

Miss I. M. Low, MPS, whose pharmacy is at 41 High Street, Brechin, Angus, has retired after many years of service to the area. The business has been sold to D. M. Wood Chemists.

Helix of Slough have announced the appointment of N. S. MacFarlane and Co Limited, Clansman House, Sutcliffe Road, Glasgow, as the exclusive sales and service distributor in Scotland for the full range of Helix self-adhesive label applicators, machines and systems.

United Glass Ltd has undertaken a major investment programme over the last seven years and recently commissioned a new £8.5m glass plant in Alloa, according to the annual report of the parent company, Distillers Co Ltd. Sales by United Glass in 1975 were lower than in 1974, particularly in the early months, but the level of pre-tax profit was maintained. The directors consider the company is in a good position to take advantage of future growth in demand.

Appointments

Retail Audits Ltd: Mr John Pidden has been appointed head of the operations division, which has a number of retail market research panels covering chemists, grocers, hardware and confectioners. Mr Pidden was previously responsible for the television audience measurement service under the JICTAR contract.

NCR Corporation: Mr Charles E. Exley, Jr, will become president on September 1. Mr Exley has also been elected an NCR director and a member of the board's executive committee. Mr W. S. Anderson, who has served as both chairman and president since 1974, will continue as the company's chairman and NCR's chief executive officer.

Market News

Concern over Indonesia oils

London, August 25: Importers of essential oils from Indonesia have recently become very concerned about the quality of certain oil shipments they have received from that source. It is believed that the range of oils found unsatisfactory is considerable and includes citronella, patchouli, nutmeg, cananga and vetiver. The faulty oils have been received not only in the UK market but on the European mainland and in the US as well. Dealers here are saying very little about the matter in the hope that market prices will not be unduly affected. One dealer, however, said this week that it was estimated the oils in question were worth around \$1m. A meeting of American dealers was held in New York last week attended by some British observers. A similar meeting of interested parties was being held in London this week to decide what action should be taken. Meanwhile the Indonesian trade authorities have been given details of the transactions.

Meanwhile, prices of spot stocks have hardened marginally and shipment offers

withdrawn as in clove leaf from Indonesia. Other rises were recorded in Ceylon citronella, bois de rose, anise and sandalwood during the week.

Cochin ginger eased somewhat from the peak it reached a month ago but elsewhere in spices quotations were firm and mace and nutmegs were higher. Chillies remained difficult to find. Dearer in crude drugs were Cape aloes, benzoin, dandelion root, henbane, kola nuts, tonquin beans and senega. Lower were Canada and Peru balsams and cascara.

New rates for liquid paraffin became operative during the week and the price spread in soft paraffin jelly has narrowed.

Pharmaceutical chemicals

Acetomenaphthone: 100-kg lots, £0.64½ kg.
Ascorbic acid: (Per kg) £8.00; 5-kg £7.00; 25-kg £5.50; sodium ascorbate, plus 6p; silicone-coated, (per kg) £8.16; £7.16; £5.66 respectively.
Calciferol: (Per kg) £42.00; 5-kg £41.00.
Calcium pantothenate: £7.00 kg; £5.50 in 25-kg.
Carotene: Suspension 20 per cent £36.10 kg; 5-kg £35.10 kg.
Cyanocobalamin: £2.50 per g.
Dexpantenol: (Per kg) £13.50; 5-kg £12.50.
Folic acid: (kg) £37.50; 5-kg £36.50.
Hydroxycobalamin: £5.00 per g.
Mersalyl: Acid £22.85 kg in 10-kg lots.
Nicotinic acid: £3.10 kg (50-kg lots).
Paraffins: Liquid BP heavy in 1-ton lots £0.35 litre; BPC light £0.317; technical white oils: WA23, £0.293; WA21, £0.307. Petroleum jelly BP soft white £283-£300 metric ton delivered; yellow BP £255-£270 as to grade.
Pyridoxine: (Per kg) £21.00; 5-kg £20.00; 25-kg £19.50.
Riboflavin: (Per kg) £24.50; 5-kg lots £23.50; 25-kg £22.50. Phosphate £66.50.
Sodium pantothenate: (per kg) £14.00; 5-kg £13.00.
Thiamine hydrochloride: Per kg £12.50; 5-kg £11.50; 25-kg £10.80. Mononitrate same prices.
L-Thyroxine: £1.25 per kg.
Tocopheryl acetate: DL alpha (per kg), £14.45; 5-kg £13.45. Dry 25 per cent (per kg) £13.25; 5-kg £12.25; 25-kg £11.75.
Vitamin A: (Per kg) acetate powder, 325 iu; £9.40;

£8.90 in 5-kg lots; 500 iu: £12.65 and £11.65. Palmitate oil 1 miu (Per kg) £12.90; 5-kg £11.90.
Vitamin D2: See calciferol.
Vitamin D3: £22.00 kg; 5-kg £21.00 kg.

Crude drugs

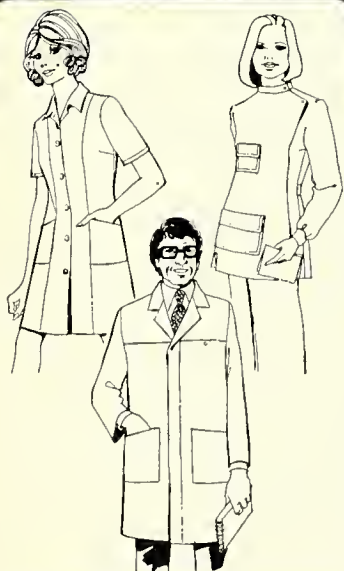
Aloes: Cape nominal £1.16 kg spot; £1.13, cif. Curacao nominally £1.74 spot; £1.70, cif.
Balsams: (kg) Canada £12.20 spot, £11.90 cif for shipment. **Copaiba:** BPC £1.50 on the spot; £1.53 cif. **Peru** spot £6.50; £6.30, cif. **Tolu** £3.40 spot, £3.30, cif.
Belladonna: (metric ton) Leaves £1,300, cif. Her no offers. Root £1,250.
Benzoin: BP £78.00-£79.00 cwt spot; £75-£76, cif.
Cascara: £840 metric ton spot; £730, cif, new crop Sept-Oct shipment.
Chillies: Spot and shipment nominal.
Dandelion: New crop for shipment £1.08 kg, cif.
Ginger: (ton, cif) Cochin £1,050, Jamaican (spot) £1,035. Nigerian split £570, peeled £660 nominal. Sierra Leone £650 nominal.
Kola nuts: Spot £225 metric ton; £205, cif.
Mace: Grenada unsorted £2,050 ton, fob.
Menthol: (kg) Brazilian £9.15 spot; £9.00, cif. Chinese £10.50 duty paid spot; shipment £9.60, cif.
Nutmeg: (per ton, fob) West Indian 80's £1,575 unsorted £1,420; defectives £1,180—all nominal.
Pepper: (ton) Sarawak black £1,010 spot; £930, cif. White £1,190 shipment; £1,110.
Sarsaparilla: Shipment £1,680 metric ton, cif nominal.
Seeds: (metric ton), cif. **Anise:** China star forward £595. **Caraway:** Dutch £625. **Celery:** India £450. **Coriander:** Moroccan £330. **Cumin:** Egyptian £470; Turkish £490; Iranian £505 nominal. **Dill:** Indian £230. **Fennel:** Indian £325; Egyptian £240. **Fenugreek:** £123.
Senega: (kg) Canadian £13.10 spot; £12.80, cif.
Tonquin beans: Spot £1.35 kg; shipment £1.25 kg (Angostura type).

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Anise: (kg) £16.50 spot; £15.75, cif.
Bois de rose: (kg) £5.25 spot; £5.00, cif.
Citronella: Ceylon £1.30 kg spot; £1.22, cif. Chinese £1.68 spot; £1.62, cif.
Clove: Indonesian leaf, £2.25 kg spot; no shipment offers. English-distilled bud £35.00 spot.
Peppermint: (kg) Arvensis—Brazilian £4.00 spot shipment £3.90, cif. Chinese £4.00 spot; £3.90, cif. Piperata, American Far West about £20.00, cif.
Sandalwood: Mysore £60.00 kg spot.
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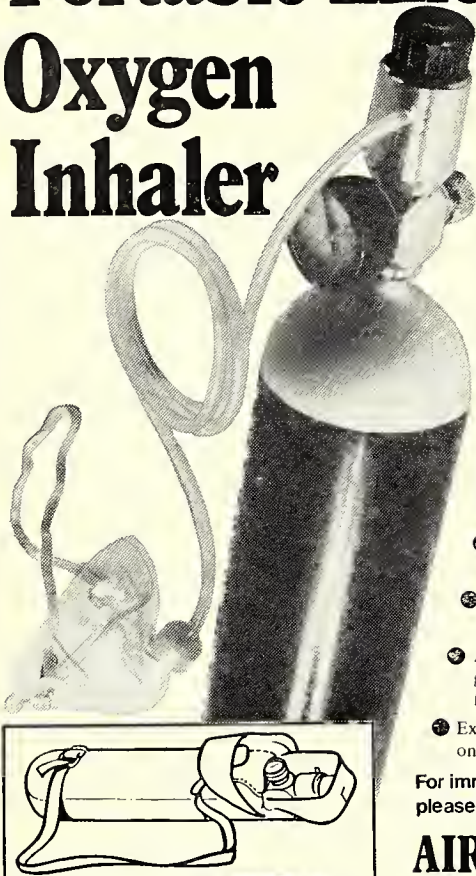
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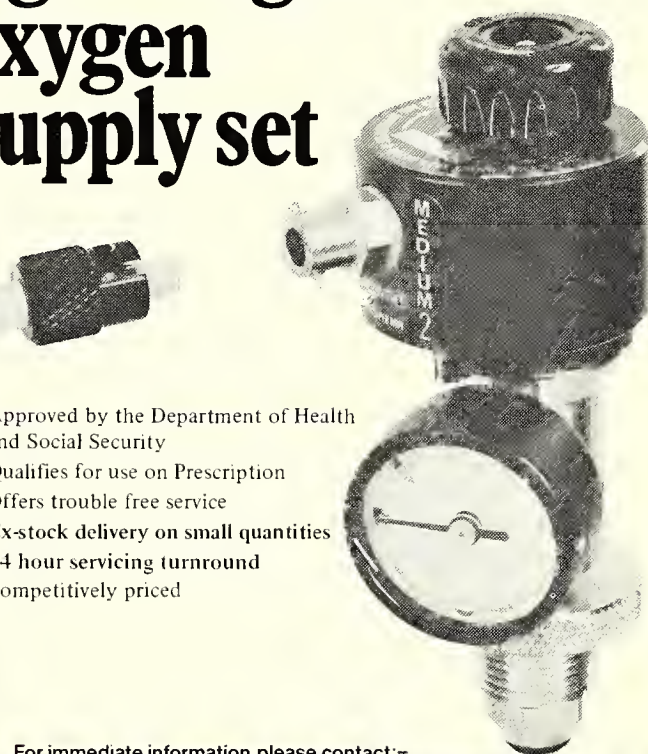
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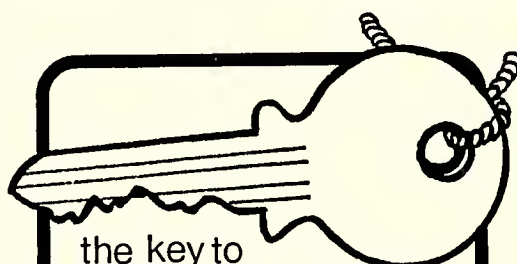


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